

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

**FORM 8-K**

**CURRENT REPORT  
Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

Date of report (Date of earliest event reported): **October 25, 2022**

**LAKELAND FINANCIAL CORPORATION**  
(Exact name of Registrant as specified in its charter)

**Indiana**  
(State or other jurisdiction  
of incorporation)

**0-11487**  
(Commission  
File Number)

**35-1559596**  
(IRS Employer  
Identification No.)

**202 East Center Street,  
Warsaw , Indiana**  
(Address of principal executive offices)

**46580**  
(Zip Code)

Registrant's telephone number, including area code: **(574) 267-6144**

(Former name or former address if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

<b>Title of each class</b>	<b>Trading Symbol(s)</b>	<b>Name of each exchange on which registered</b>
Common Stock, no par value	LKFN	NASDAQ

Indicate by check mark whether the Registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (s230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (s240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the Registrant has elected not to use extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01. Regulation FD Disclosure**

The executive officers of Lakeland Financial Corporation intend to use the material filed herewith, in whole or in part, in one or more meetings with investors and analysts. A copy of the investor presentation is attached hereto as Exhibit 99.1.

Lakeland Financial Corporation does not intend for this Item 7.01 or Exhibit 99.1 to be treated as "filed" for purposes of the Securities Exchange Act of 1934, as amended, or incorporated into its filings under the Securities Act of 1933, as amended.

**Item 9.01. Financial Statements and Exhibits**

The following exhibit shall not be deemed as "filed" for purposes of the Securities Exchange Act of 1934, as amended.

(d) Exhibits

[99.1 2022 3Q Investor Presentation](#)

104 Cover Page Interactive Data File (embedded with the Inline XBRL document)

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**LAKELAND FINANCIAL CORPORATION**

Dated: October 25, 2022

By: /s/ Lisa M. O'Neill  
Lisa M. O'Neill  
Executive Vice President  
and Chief Financial Officer



# Lakeland Financial Corporation

A Proven History of Shareholder Value Creation  
And Commitment to Our Communities

3<sup>rd</sup> Quarter 2022

LKFN  
  
LISTED

 **Lake City Bank**  
1872 / 2022

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1872 / 2022

CELEBRATING 150 YEARS  
OF COMMUNITY

## David M. Findlay

President & Chief Executive Officer

david.findlay@lakecitybank.com

(574) 267-9197

## Lisa M. O'Neill

Executive Vice President & Chief Financial Officer

lisa.oneill@lakecitybank.com

(574) 267-9125

# Forward-Looking Information

This presentation contains, and future oral and written statements of the Company and its management may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical facts and are generally identifiable by the use of words such as “believe,” “expect,” “anticipate,” “continue,” “plan,” “intend,” “estimate,” “may,” “will,” “would,” “could,” “should,” or other similar expressions. All statements in this presentation, including forward-looking statements, speak only as of today’s date, and the Company undertakes no obligation to update any statement in light of new information or future events.

The Company’s ability to predict results or the actual effect of future plans or strategies is inherently uncertain and, accordingly, you are cautioned not to place undue reliance on any forward-looking statement. Actual results could differ materially from those addressed in the forward-looking statements as a result of numerous factors, including, without limitation: (i) the effects of future economic, business and market conditions and changes, including the effects of governmental monetary and fiscal policies, (ii) the risks of changes in interest rates on the levels, composition and costs of deposits, loan demand, and the values and liquidity of loan collateral, securities and other interest sensitive assets and liabilities, (iii) changes in borrowers’ credit risks and payment behaviors, (iv) the timing and scope of any legislative and regulatory changes, including changes in tax and banking laws and regulations and their application by the Company’s regulators, (v) the failure of assumptions and estimates used in the Company’s reviews of its loan portfolio, underlying the establishment of reserves for possible credit losses, the Company’s analysis of its capital position and other estimates; and (vi) the risks noted in the Company’s Annual Report on Form 10-K for the year ended December 31, 2021, as well as other risks and uncertainties set forth from time to time in the Company’s other filings with the Securities and Exchange Commission.

# Bank Director's 2021 Scorecard

2021  
BANK  
PERFORMANCE  
SCORE  
CARD

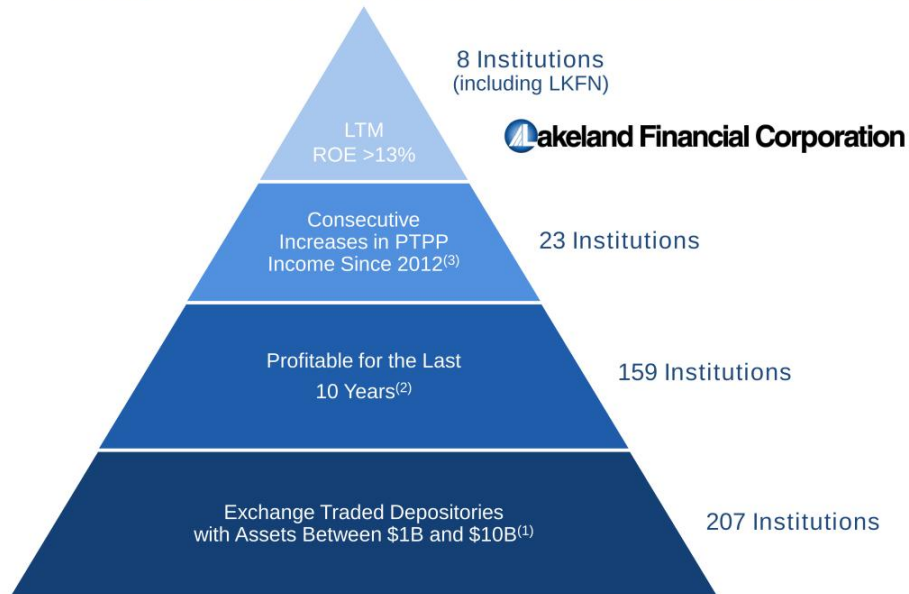
\$5 BILLION UP TO \$50 BILLION

Rank	Company Name	Ticker	State	Total Assets (\$MM)	Profitability				Capital Adequacy		Asset Quality			Final Score	
					Core ROAA (%)	ROA Rank	Core ROAE (%)	ROE Rank	Tang Common Equity/Tang Assets (%)	TCE Rank	NPAs ex TDRs/Loans & OREO (%)	NPA Rank	NCOs/Avg Loans (%)		NCOs Rank
1	Lakeland Financial Corp.*	LKFN	IN	5,830	1.54	10	13.39	11	11.19	16	0.26	26	0.09	62	81.0
2	First Financial Bankshares	FFIN	TX	10,905	2.01	4	13.10	13	12.85	7	0.81	107	0.06	45	100.0
3	Great Southern Bancorp*	GSBC	MO	5,526	1.17	38	10.00	36	11.28	15	0.09	4	0.01	20	101.0
4	Glacier Bancorp	GBCI	MT	18,504	1.69	6	12.68	17	9.69	39	0.30	31	0.07	52	103.5
5	National Bank Holdings Corp.	NBHC	CO	6,660	1.44	13	11.59	19	10.68	24	0.55	74	0.06	43	114.5





# Long Term Success for Shareholders



Source: S&P Capital IQ Pro. Financial data is as of June 30, 2022.

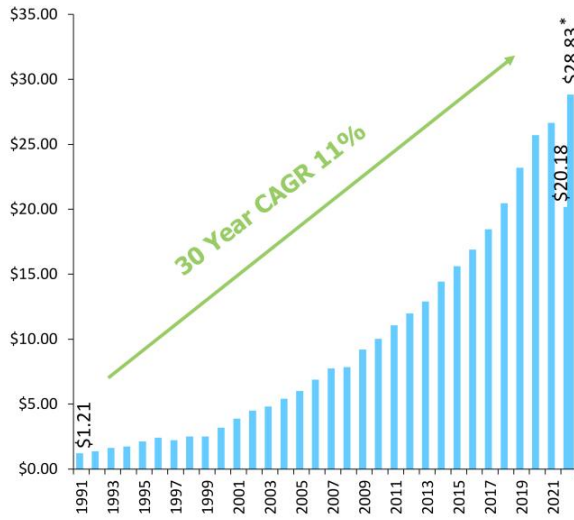
(1) Includes banks and thrifts traded on the NYSE, NYSEAM or NASDAQ as of 9/26/22; excludes merger targets.

(2) Defined as having positive net income before extraordinary items and preferred dividends for each of the last 10 years (calendar years ended December 31, 2012 through December 31, 2021). Net income before extraordinary items is defined by S&P Capital IQ Pro as GAAP net income, after taxes, minority interest, and other after tax items, but before any extraordinary items. Excludes any revaluation of net deferred tax assets due to tax reform per S&P Capital IQ Pro.

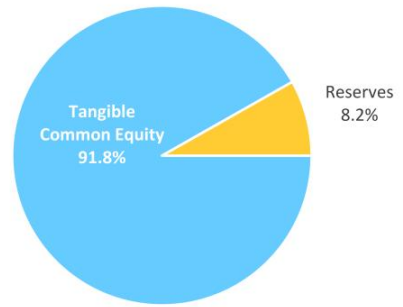
(3) Defined as consecutive increases in pre-tax, pre-provision earnings (excludes nonrecurring revenues and expenses, one-time goodwill impairment charges) for each of the years ending December 31, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021.

# Strong Capital Structure

## Tangible Book Value<sup>(1)</sup> Per Share



<sup>(1)</sup>compounded annual growth rate computed from 1991-2021  
 \*TBV adjusted to exclude the market value impact of AFS investment securities for TCE and Tangible Assets



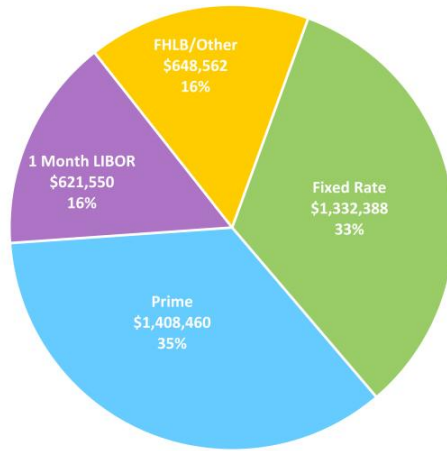
### Key Ratios and Per Share Data as of September 30, 2022

TCE/Tangible Assets	8.20%
Adj. TCE/Adj. Tangible Assets	11.22%
Total Risk-Based	15.29%
Leverage	11.40%
Book Value	\$20.33
Tangible Book Value	\$20.18
Adj. Tangible Book Value	\$28.83

Note: Tangible Common Equity to Tangible Assets and Tangible Book Value per Common Share are Non-GAAP financial measures. See "Reconciliation of Non-GAAP Financial Measures" in the Third Quarter 2022 Earnings Press Release and Form 8-K.

# Interest Rate Sensitivity

## Highly Asset Sensitive Balance Sheet



Commercial Loans  
\$4.0 billion as of September 30, 2022  
(000's)

- Every 25 basis point move up in the federal funds rate is expected to improve margin by 3-5 basis points
- Fixed rate loans have shorter, average original terms of 5 years
- Cost of funds remains at historically low levels but has begun to increase in Q3 with the expectation this trend continues
- 89% of loan portfolio consists of commercial loans and 67% of commercial loans are tied to variable interest rates

# Lake City Bank Today

Sesquicentennial

- A long-term and consistent organic growth story
- Headquartered in Warsaw, Indiana
- 52 branch offices - \$6.3 billion banking assets - \$2.6 billion trust, retirement and investment brokerage assets
- Focused on execution – “blocking and tackling”
- Continued growth potential



9



# 30 Years of Organic Growth

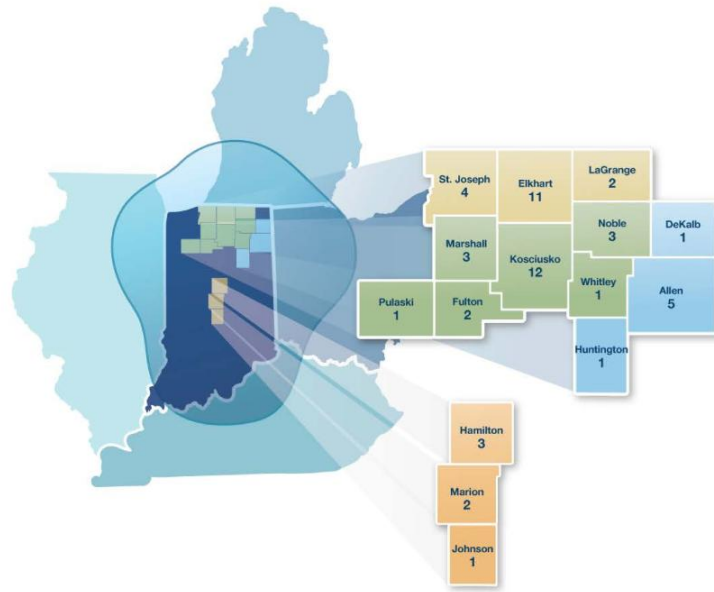
Record Net Income for 31 of 33 Years



# Established Market Presence

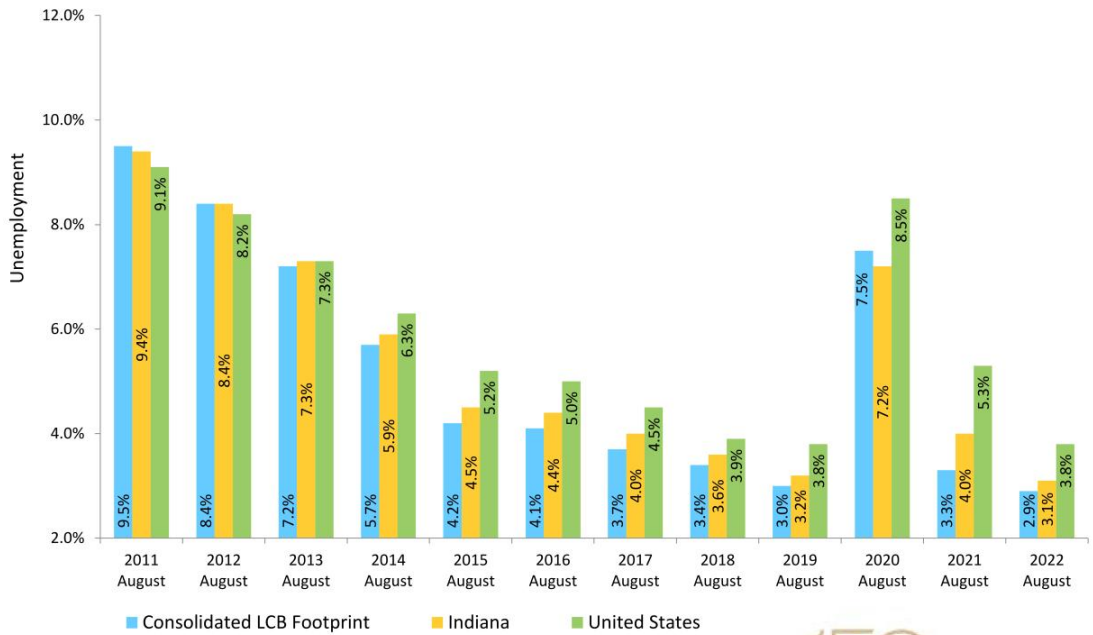
Organic Growth Potential in Mature and Expanding Markets

Lake City Bank Market Growth	
<b>Warsaw – est. 1872</b>	Kosciusko-12 Noble-3 Whitley-1 Marshall-3 Fulton-2 Pulaski-1
<b>Elkhart – est. 1990</b>	Elkhart-11 LaGrange-2
<b>South Bend – est. 1997</b>	South Bend-4
<b>Fort Wayne – est. 1999</b>	Allen-5 DeKalb-1 Huntington-1
<b>Indianapolis – est. 2011</b>	Hamilton-3 Marion-2 Johnson-1



# Strong Regional and Statewide Economy

Indiana Unemployment Rate is Significantly Lower Than the National Average



Source: United States Bureau of Labor Statistics. Lake City Bank footprint is defined as Kosciusko, Marshall, Fulton, Pulaski, Noble, Whitley, St. Joseph, Elkhart, LaGrange, Allen, DeKalb, Huntington, Marion, Hamilton and Johnson Counties in Indiana



# Shareholder Value Strategy

1. Commercial Banking Focus
2. High Quality Team Members
3. Proven Organic Growth Experience
4. Focus on Core Deposit Funding
5. Commitment to Technology





# Commercial Banking Focus

Experienced Relationship Driven Team

- 40 credit “smart” commercial bankers
- Average 23 years in banking & 12 years at Lake City Bank
- We live where we lend
- Face to face calling matters and is a team effort
- We understand our clients’ needs
- Deep organizational structure provides credit and administrative support
- We cross-sell aggressively by leveraging technology

# Credit Process

## Commercial Banking Focus

- Our credit discipline has never changed
- We have a centralized committee structure
- We are in-market lender to in-market clients
- Character matters – we lend to people first
- We focus on management/cash flow
- Structure is important and is disciplined
- Orientation towards owner occupied and well structured nonowner occupied real estate

# Corporate Social Responsibility

150 Year History of Focusing on Our Customers, Employees  
and Our Communities

- Supporting our communities since 1872
- Building and caring for our team
- Delivering loan products to our communities
- Supporting financial literacy in our footprint
- Protecting our customers and their data
- Caring for the environment
- Focus on ESG is ongoing

# Lake City Bank Culture

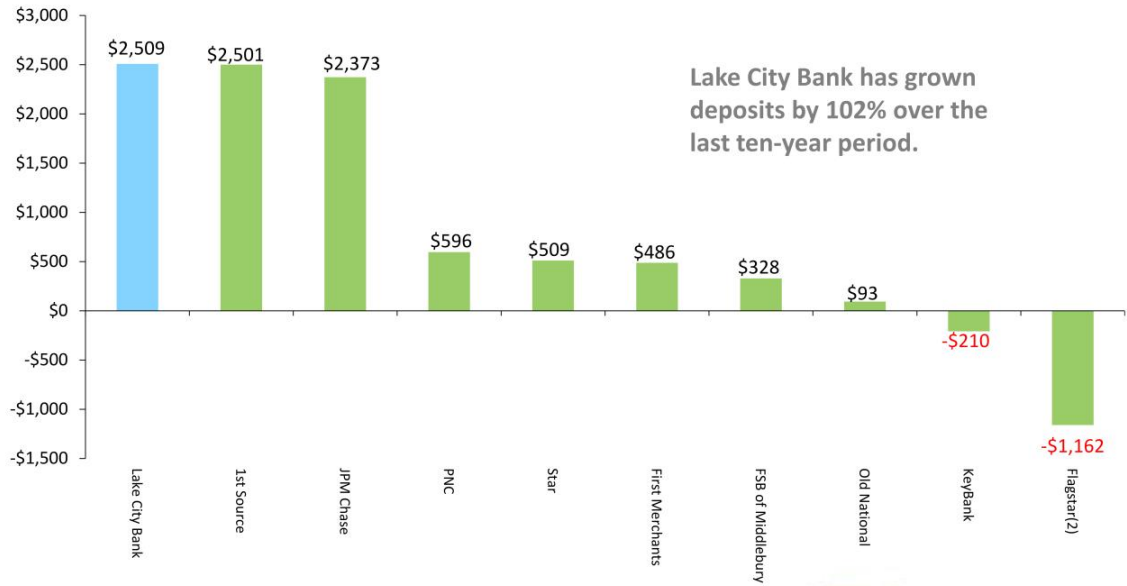
## High Quality Team Members

- Our culture is our greatest asset and we will preserve it
- Lake City University drives our culture
- Diversity, Equity and Inclusion ongoing initiatives
- Our community involvement is real and critical to our strategy
- Our culture has not been diluted by acquisition



# Mature<sup>1</sup> Market Deposit Performance

Organic Growth 2012 - 2022



<sup>1</sup>Mature Markets include 12 Northern Indiana counties and exclude 3 Central Indiana counties

<sup>2</sup>Flagstar acquired Wells Fargo branches in 2018

Totals adjusted to include branches subsequently acquired by surviving banks.

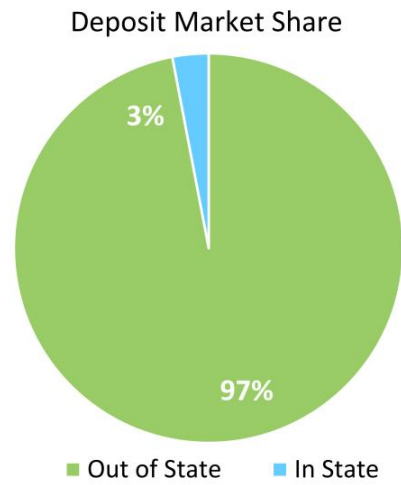
Source: FDIC 6/30/22 Statistics



# Organic Growth

## Indianapolis Market Opportunity

Indianapolis Market Banks	Share of Market
1. JPM Chase	24%
2. PNC	14%
3. Merchants Bank	10%
4. Fifth Third	8%
5. Huntington National	7%
6. BMO Harris	5%
7. Bank of America	5%
8. First Internet Bank	5%
9. National Bank of Indy	4%
10. KeyBank	3%
16. Lake City Bank	1%



Marion, Hamilton and Johnson Counties as of 6/30/22;  
Source: FDIC 6/30/22 Statistics

# A Strong Environment for Growth and Expansion

- Indiana #1 manufacturing state in the country<sup>(1)</sup>
- Manufacturing jobs increased 4.2% from June '21 to June '22<sup>(2)</sup>
- U.S. Census Bureau announced Indiana's population grew by 4.7% between 2010 and 2020
- Indiana unemployment at 2.4% as of June 2022<sup>(3)</sup>
- GDP growth of 5.2% from December '19 to December '21
- Supply chain and labor availability challenges continue
- Indiana ranked 14 in CNBC's "America's Top States for Business 2022", ranking Indiana higher than any of its neighboring states<sup>(4)</sup>

(1) [https://www.statsamerica.org/sip/rank\\_list.aspx?rank\\_label=gsp2\\_b&item\\_in=12&ct=S18](https://www.statsamerica.org/sip/rank_list.aspx?rank_label=gsp2_b&item_in=12&ct=S18)

(2) Hoosiers By The Numbers- Indiana Department of Workforce Development

(3) <https://fred.stlouisfed.org/graph/?g=lc2j>

(4) <https://www.cnbc.com/2022/07/13/top-states-for-business-indiana.html>

# Core Deposit Funding Strategy

Core Deposit Growth Impacted by Excess Liquidity in Economy

- Deposit surge from PPP funding and stimulus starting to abate
- DDA growth over two years of 29%
  - Retail quarter average growth of 58% over two years
  - Commercial quarter average growth of 24% over two years
- Capitalize on market disruption in our footprint to grow deposits
- Emphasize checking account relationship products and flexible solutions including Lake City Bank Digital platform
- Leverage demographic and lifestyle data
- Omni channel media campaign is utilized



# Commitment to Technology and Cyber Risk Management

Innovation and Competitive Technology is a Focus

- Fintech partnerships play a growing role in our technology stack
- Investments in Lake City Bank Digital, our focus on a solution that is experiencing increased demand
- Technology partnership with FIS is strong – User Planning Council and Strategic Planning Advisory Council
- Retail and Commercial platforms ensure competitive positioning
- Cybersecurity protection expands
- AI and data gathering and analysis is playing an increasingly important role
- Branch of the future proof of concept implemented in 2021

# Channel Utilization Over Three Year Horizon

Mobile Channel Engagement Continues to Accelerate

Channel Type	Total Transactions 2019 <sup>(1)</sup>	% of Total	Total Transactions 2022 <sup>(1)</sup>	% of Total	Three Year Change
Branch Transactions	2,309,051	18%	2,033,179	14%	(12)%
ATM/ITM	941,914	7%	867,327	6%	(8)%
Online Logins	5,150,800	41%	4,613,640	32%	(10)%
Mobile Logins <sup>(2)</sup>	4,043,192	32%	6,603,414	46%	63%
Telephone Banking	266,190	2%	223,904	2%	(16)%
<b>Total</b>	<b>12,711,147</b>	<b>100%</b>	<b>14,341,464</b>	<b>100%</b>	<b>13%</b>

<sup>(1)</sup> Measurement period includes twelve months of data ending September 30, 2019 and September 30, 2022

<sup>(2)</sup> Includes mobile phone, Apple watch & iPad app use

# Customer Composition and Digital Adoption

September 2022

## Customer Composition and Digital Adoption Over Three Years

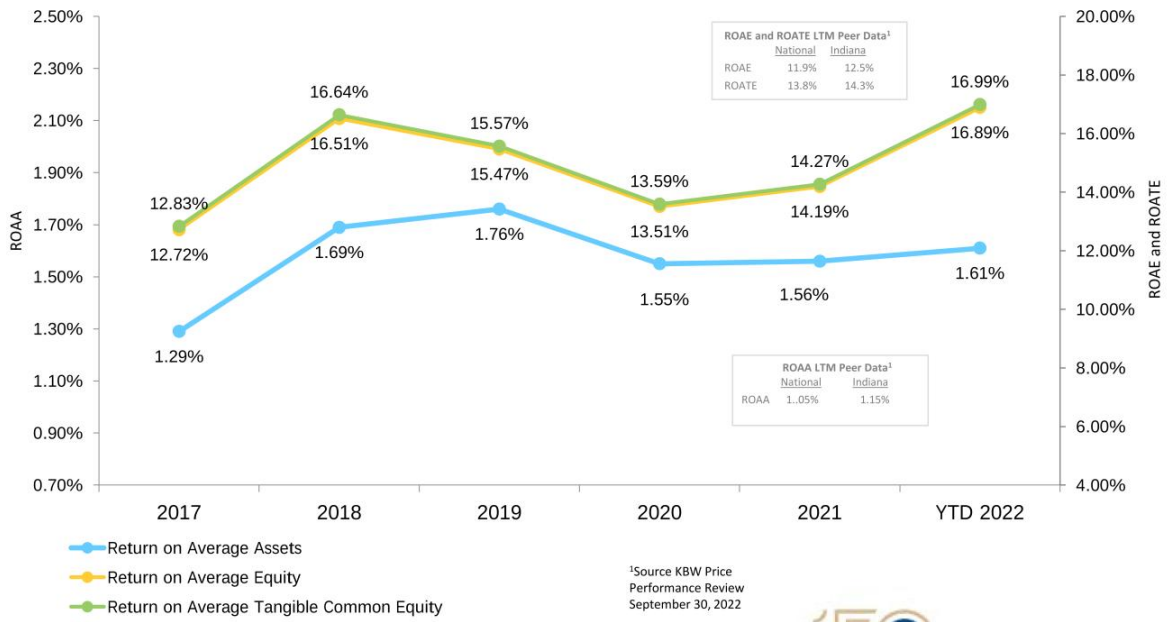
Generation		Customer Breakdown	9/30/22	9/30/21	9/30/20
<b>Gen Z</b>	(1996 - Current)	16%	54%	45%	43%
<b>Millennial</b>	(1977 - 1995)	25%	63%	56%	55%
<b>Gen X</b>	(1965 - 1976)	19%	52%	46%	44%
<b>Baby Boomer</b>	(1946 - 1964)	30%	46%	41%	39%
<b>Mature</b>	(1945 or before)	10%	33%	29%	26%
Digital Adoption			51%	45%	43%

# Financial Performance



# Income Performance Metrics

LKFN Performance Exceeds National and Indiana Peers and Maintains Strong Capital Levels

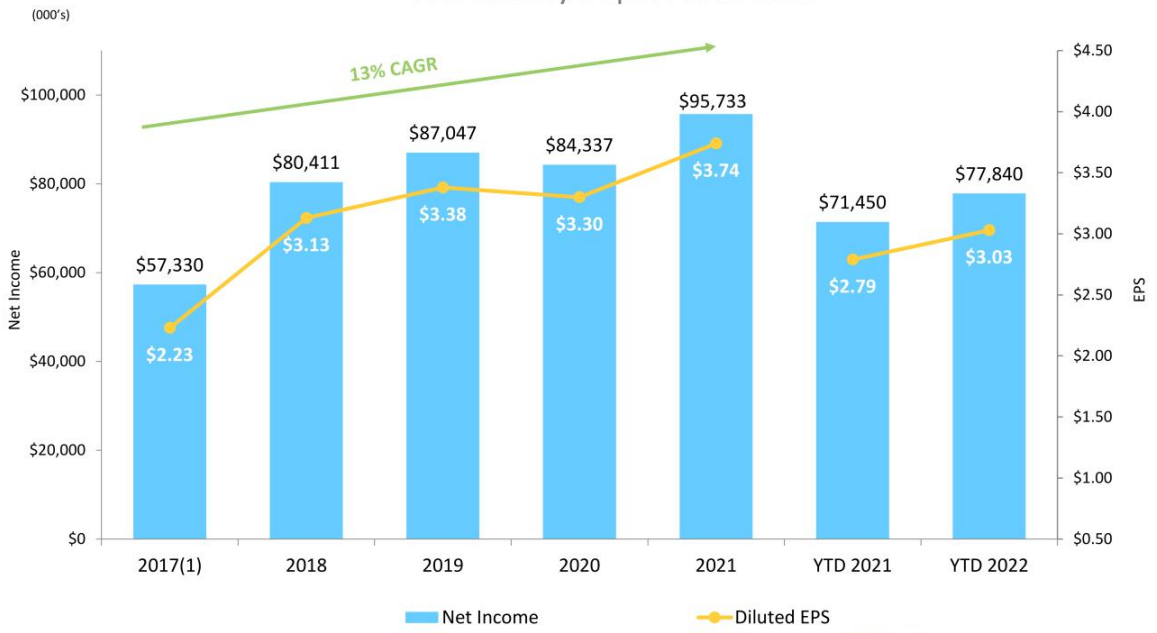


<sup>1</sup>Source KBW Price Performance Review September 30, 2022



# Net Income and EPS

Profitability Improves in 2022



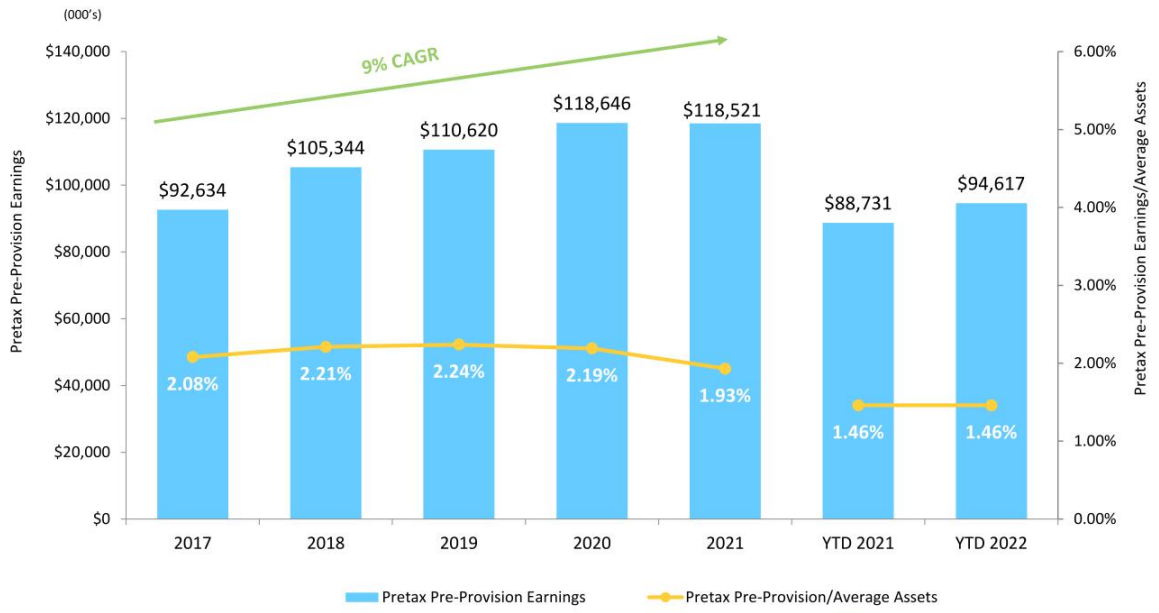
2022 Net Income increase 9%  
2022 Diluted EPS increase 9%



(1) Includes impact of tax reform of \$4.1 million income tax provision for 2017

# Pretax Pre-Provision Earnings

Growth in Net Interest Income Offset by Decline in Noninterest Income



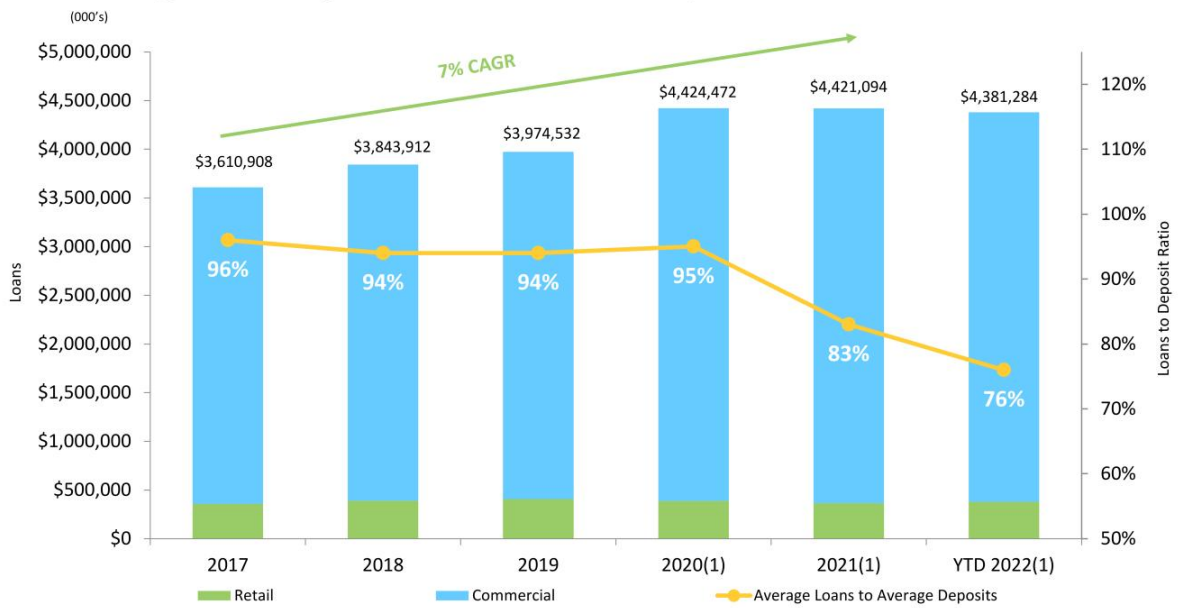
2022 Pretax Pre-Provision Earnings YOY Increase 7%

Note: Pretax Pre-Provision Earnings is a Non-GAAP financial measure. See "Reconciliation of Non-GAAP Financial Measures" in the Second Quarter 2022 Earnings Press Release and Form 8-K.



# Average Loans

Organic Average Loan Growth ex PPP of \$199 million or 5% for 2022



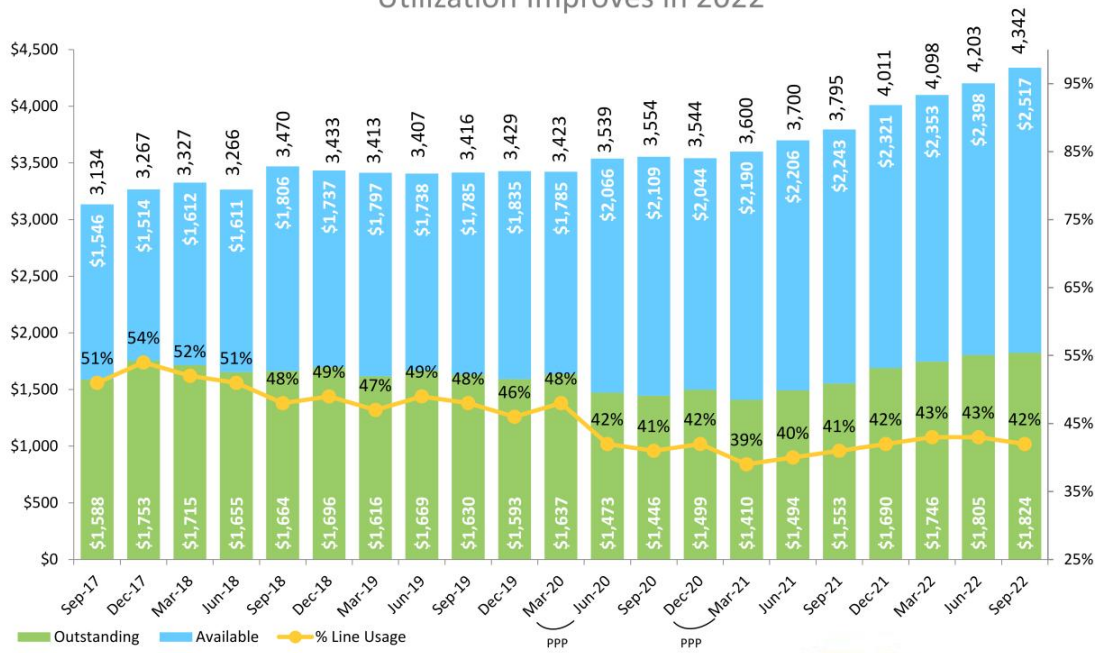
2022 YOY Decrease (2)%  
 2022 YOY ex PPP, Increase 5%

(1) Includes \$377 million in Average PPP loans in 2020, \$238 million in December 31, 2021, and \$10 million in 2022



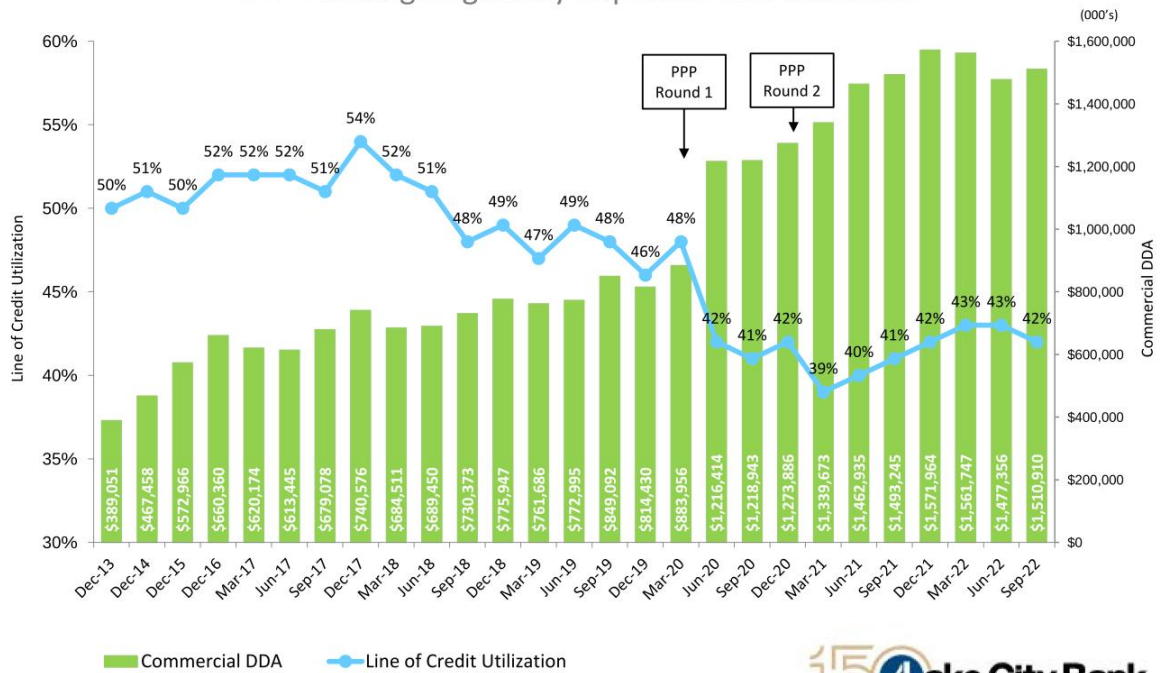
# Line of Credit Utilization

Utilization Improves in 2022



# Line of Credit Utilization vs. Commercial DDA

PPP Funding Negatively Impacted Line Utilization

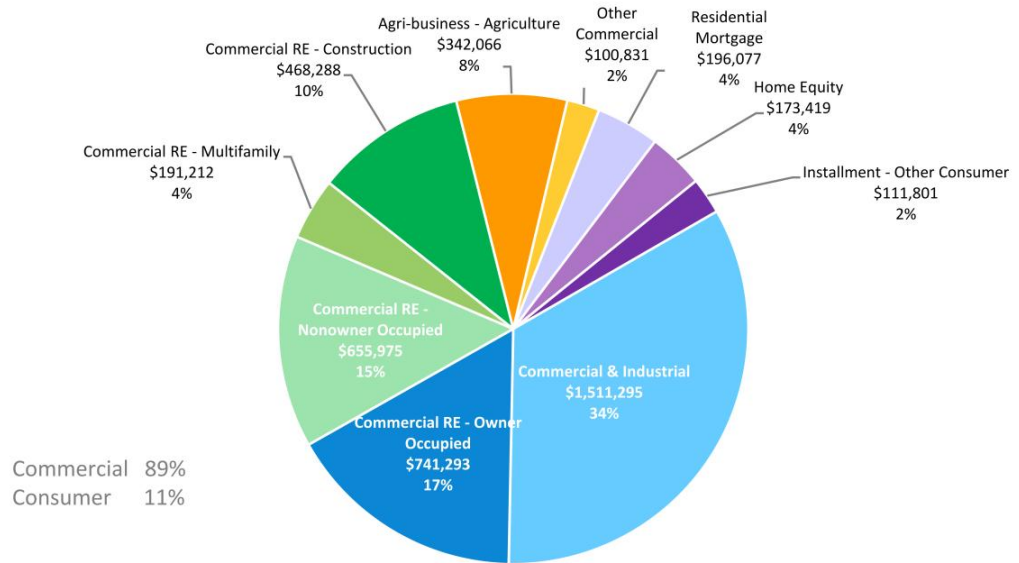


Commercial DDA Line of Credit Utilization



# Loan Portfolio Breakdown

C&I Drives Lending Business



\$4.5 billion as of September 30, 2022

(000's)

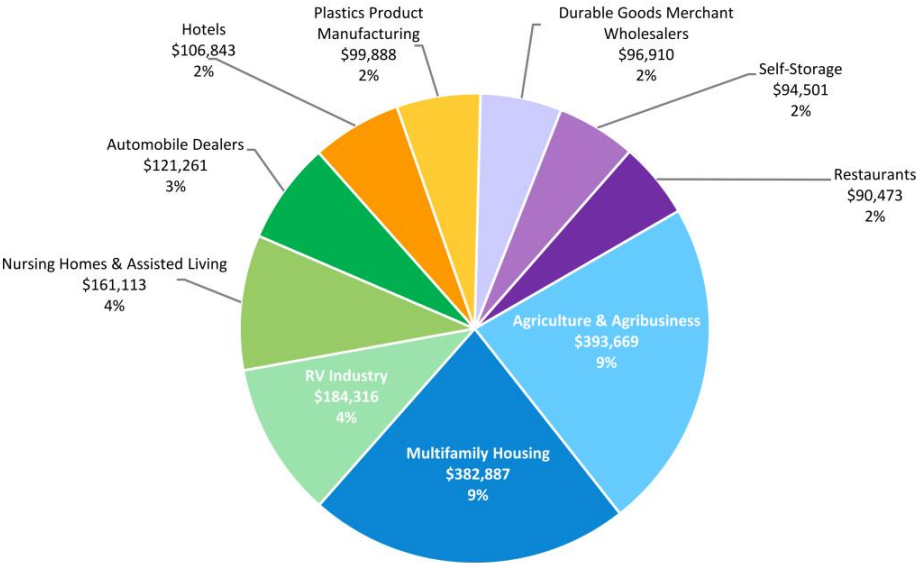
Note: Loan breakdown is presented by Federal Reserve Bank ("FRB")  
Collateral Code as reported on the call report.

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# Top 10 Industry Concentrations

Loan Portfolio is Diversified



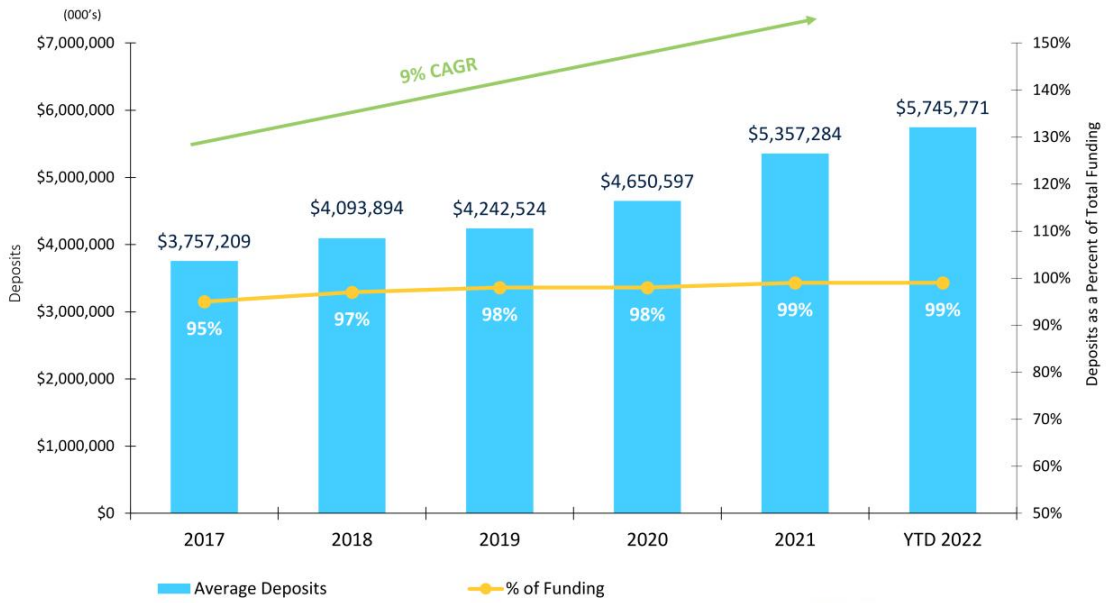
Top 10 Industries Represent 39% or \$1.7 billion of Total Loans

Note: Industry data is obtained from loan classifications pursuant to the North American Industry Classification System ("NAICS")



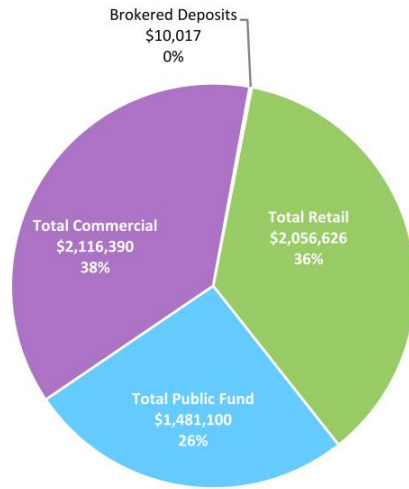
# Average Deposits

Deposit Growth Slows in 2022 Compared to 2021

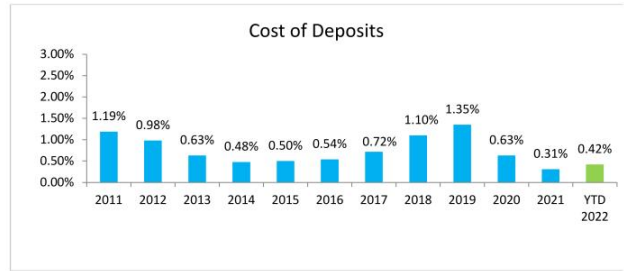


# Deposit Breakdown

Deposit Costs Rise in Response to Rising Interest Rate Environment



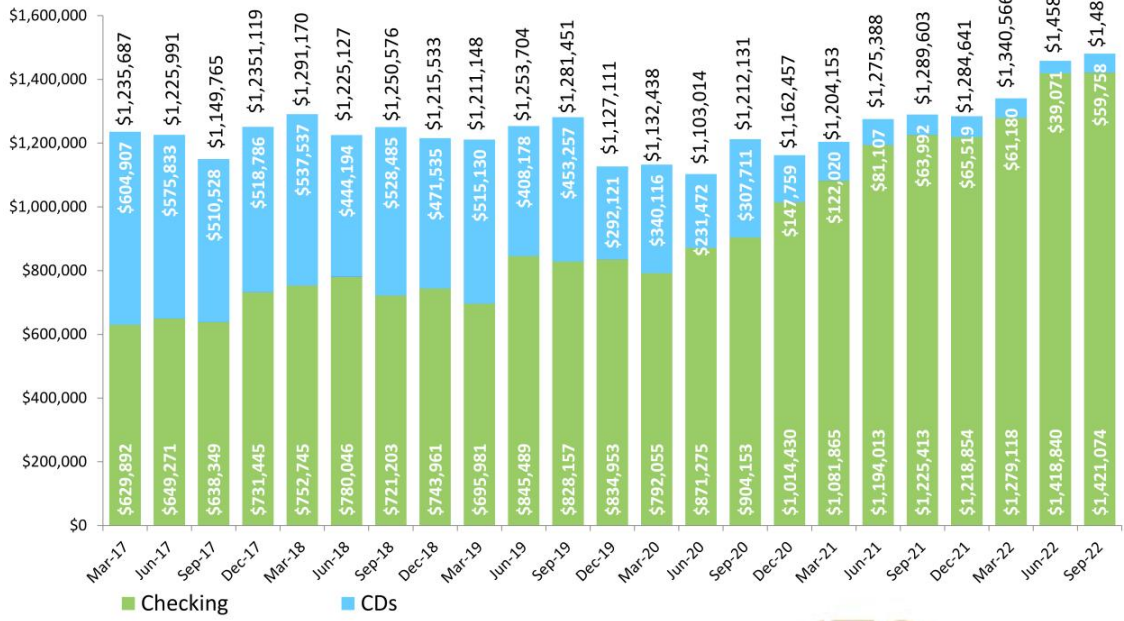
September 30, 2022  
Total Deposits - \$5.7 billion  
(000's)



Deposit Composition at end of period	2009	2022
Non-interest Bearing Demand Deposits	12%	32%
Interest Bearing Demand, Savings & MMA	34%	55%
Time Deposits > or = to \$100,000	35%	10%
Time Deposits < \$100,000	19%	3%
<b>Total Deposits (billions)</b>	<b>\$1.9</b>	<b>\$5.7</b>

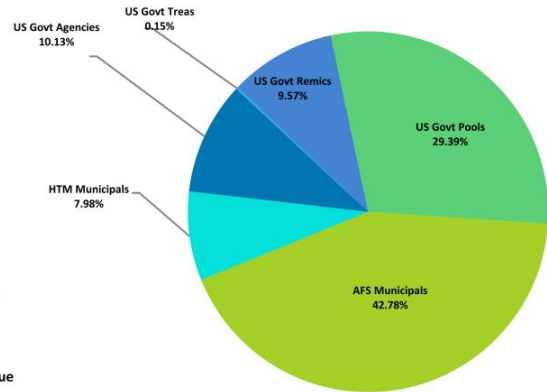
# Public Fund Deposit Trends

Majority of Public Funds are Core Deposits



# Investment Portfolio

Excess Liquidity Temporarily Deployed to Investment Portfolio



Portfolio Effective Duration 6.5 years  
as of September 30, 2022

September 30, 2022

	Weighted Maturity	Book Yield	Market Value
US Govt REMICS	5.74	2.16	123,967
US Govt Pools	6.91	1.94	380,788
US Agencies	8.80	1.55	131,255
US Treasury Notes/Bills	0.73	1.91	1,968
AFS Municipals (TEY)	15.85	3.08	554,208
HTM Municipals (TEY)	18.18	2.73	103,326
<b>Total (Tax-Equivalent Yield)</b>	<b>11.85</b>	<b>2.48%</b>	<b>\$1,295,512</b>

- (1) Ratio for 12/31/20 excludes PPP loans of \$412 million in total assets
- (2) Ratio for 12/31/21 excludes PPP loans of \$26 million in total assets
- (3) Ratio for 9/30/22 excludes PPP loans of \$2 million in total assets

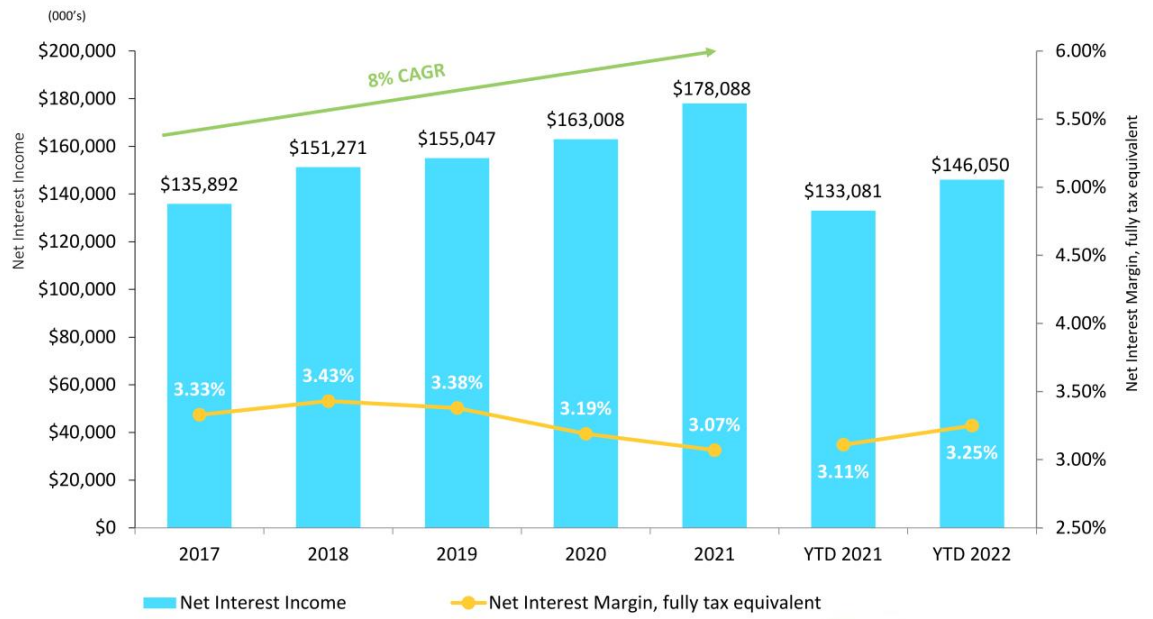
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# Net Interest Income

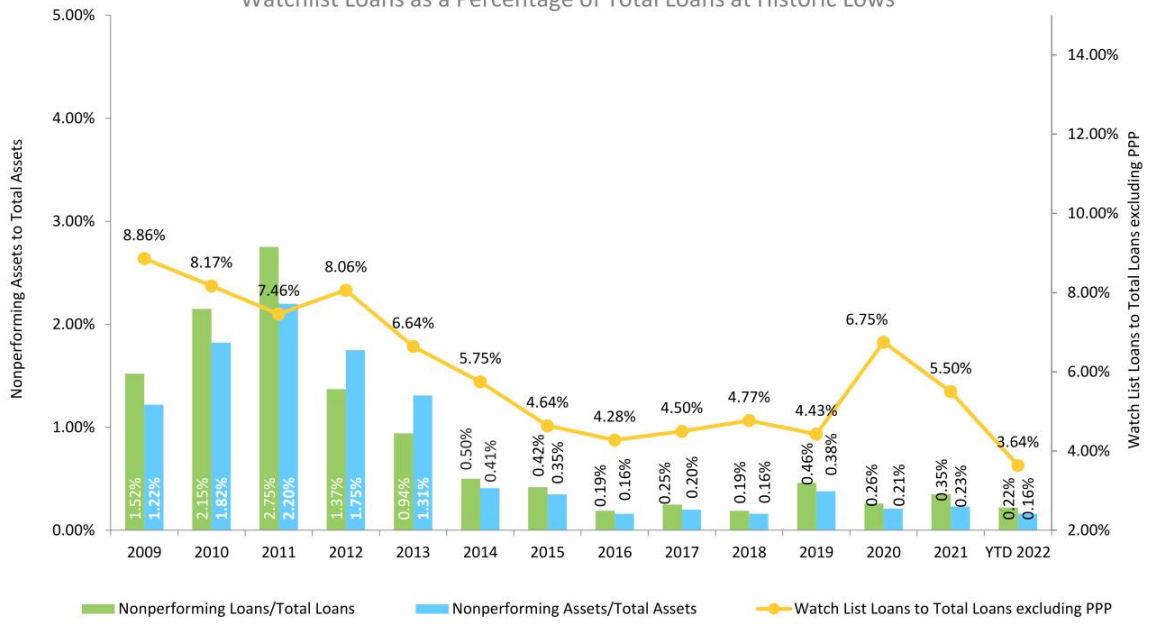
Growth in Net Interest Income Impacted by Higher Rates and Growth in Loans



2022 YOY Growth 10%

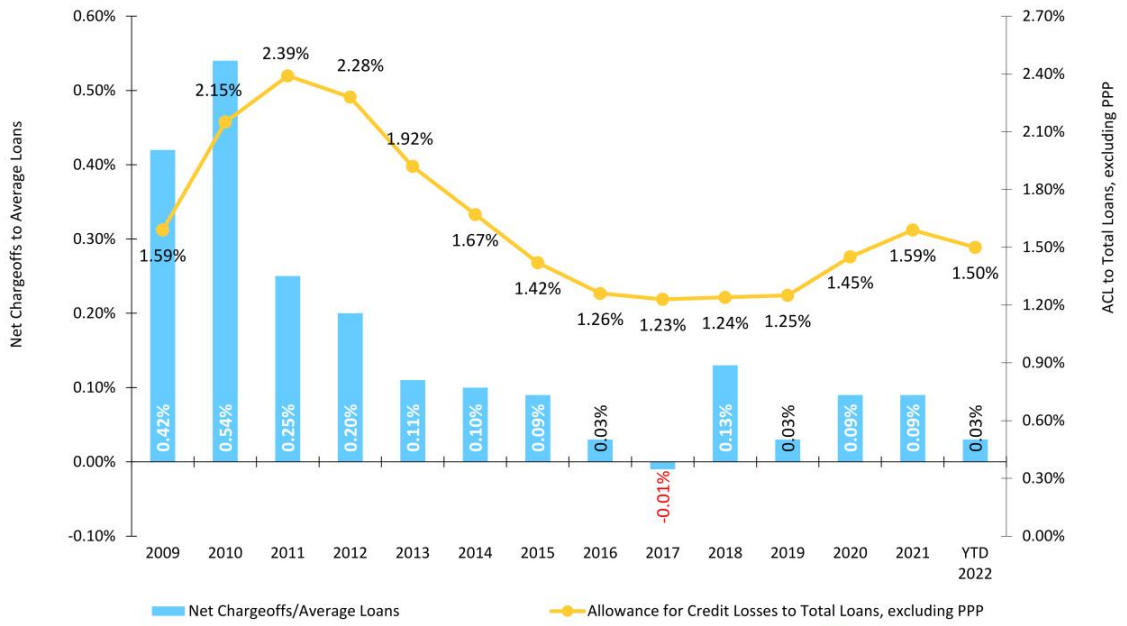
# Asset Quality

Watchlist Loans as a Percentage of Total Loans at Historic Lows



# Asset Quality

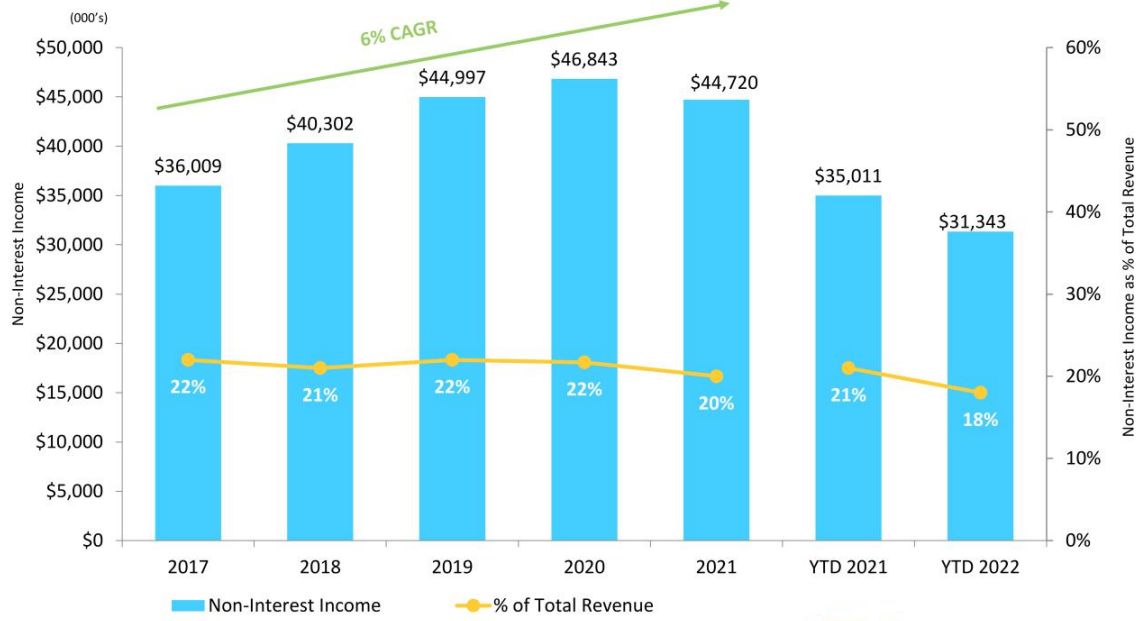
Allowance for Credit Losses Represents Strong Coverage



Note: Current Expected Credit Loss ("CECL") Standard adopted effective 1/1/21

# Noninterest Income

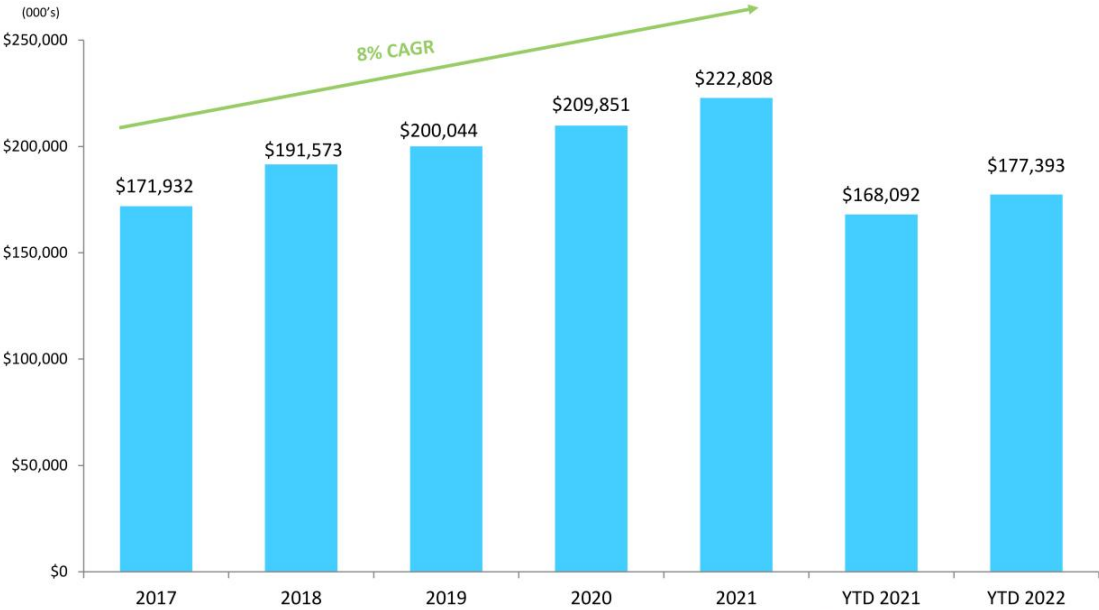
Growth in Fee Generating Lines of Business is Offset by Market Driven Volatile Activity



2022 YOY Decrease (10)%

# Total Revenue

Revenue Growth Benefited by Core Loan Growth and Rising Rates

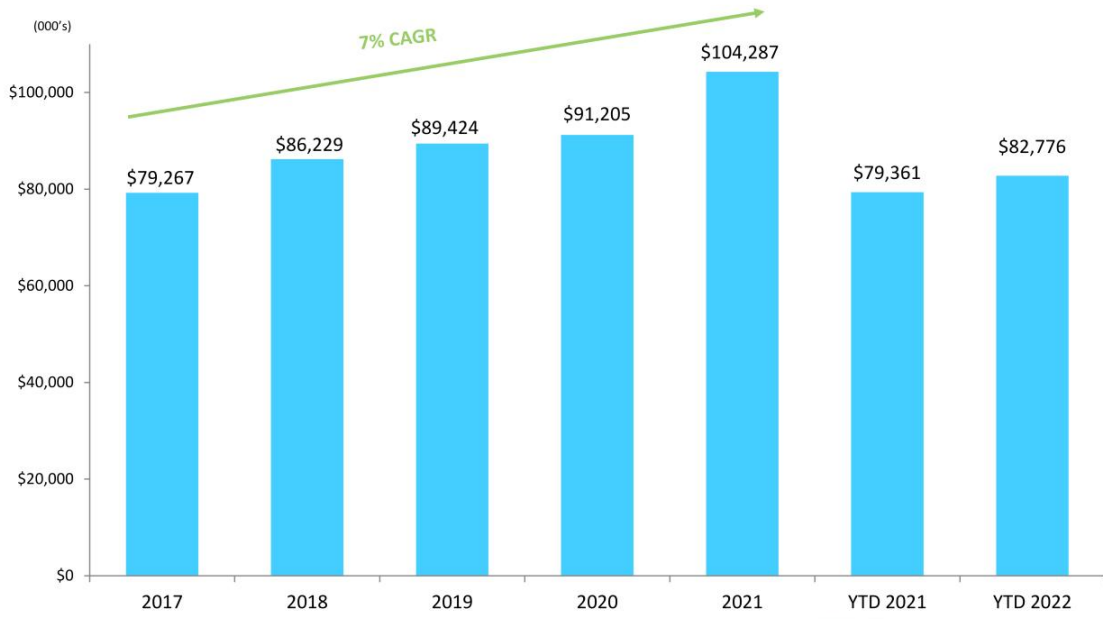


2022 YOY Increase 6%



# Non-Interest Expense

Disciplined Operating Expense Management

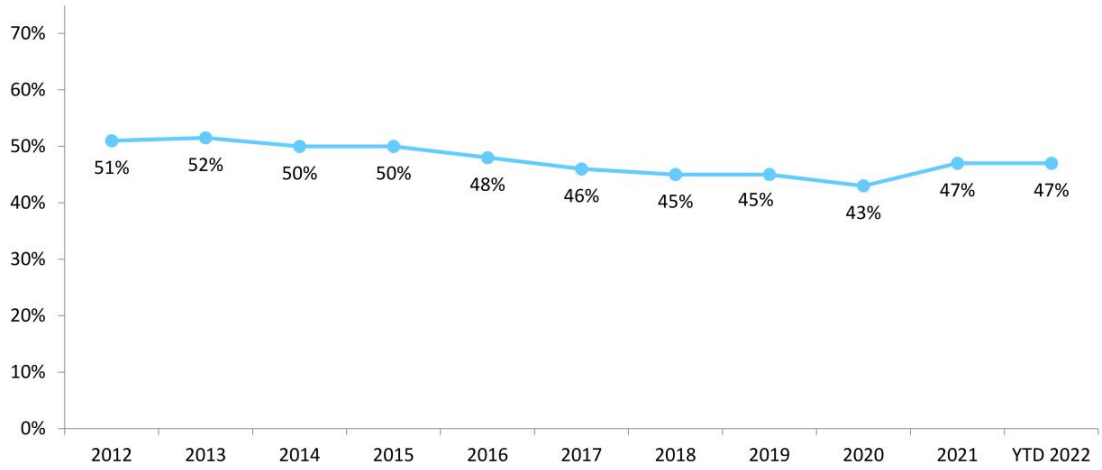


2022 YOY Increase 4%

# Efficiency Ratio

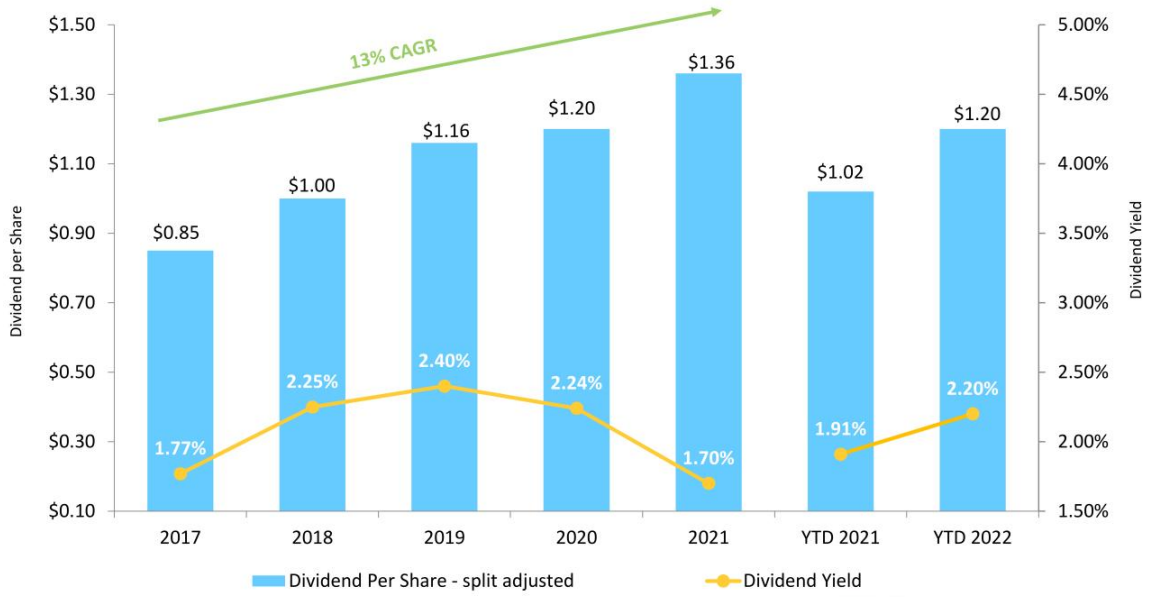
Revenue Growth Outpaces Expense Growth

Constant investment in technology and facilities



# Stable Healthy Dividend

Growth in Dividend Reflects Strength of Capital



2022 Growth 18%

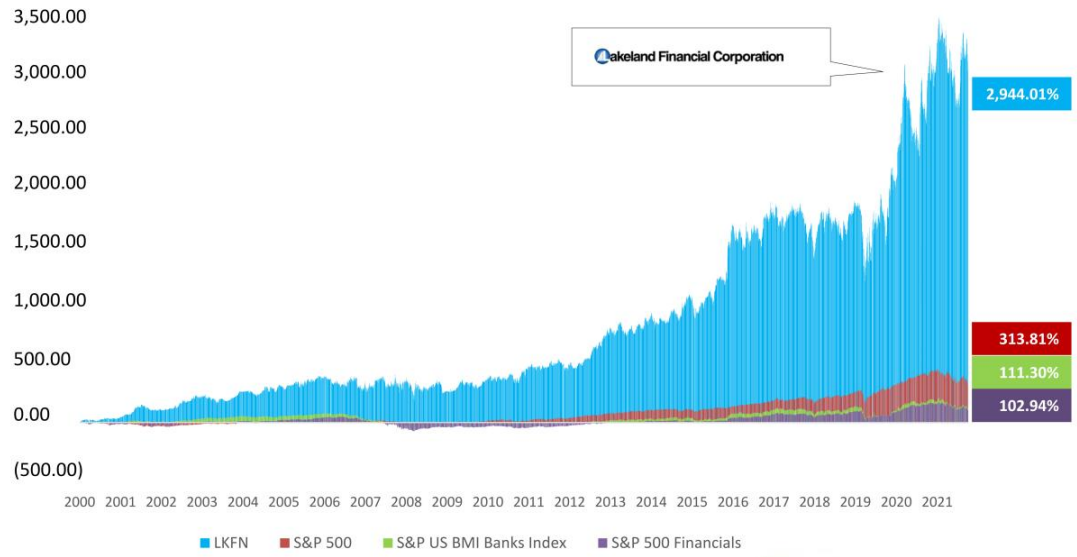
45





# LKFN Shareholder Value

Total Return Performance from 12/31/00 to 9/30/22



## Investment Highlights

- Proven History of Organic Growth
- Disciplined and Focused Strategy
- Strong Internal Culture
- Consistent Execution
- Service Excellence Drives Shareholder Value

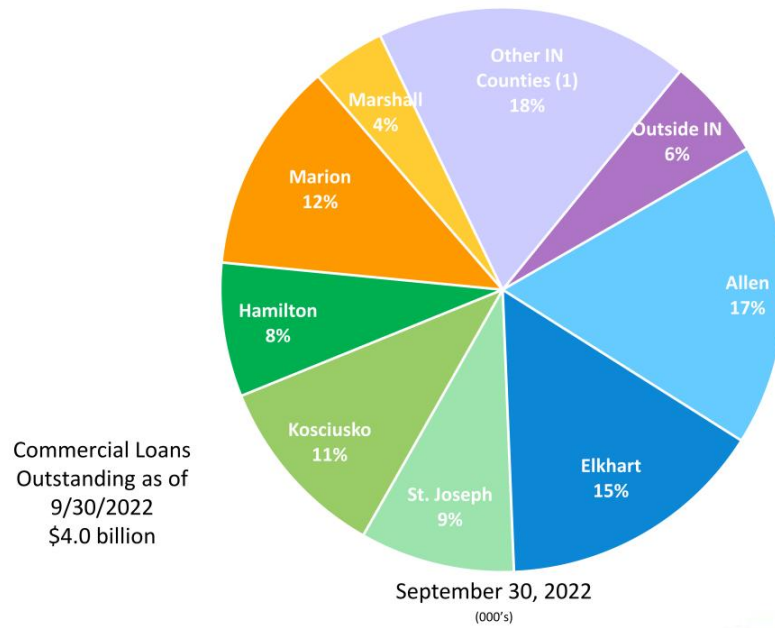


# Supplemental Information



# Commercial Loans by County

Commercial Customers in 46 Indiana Counties and 22 Other States



(1) All other counties individually represent less than 0.5% of total

# Larger Market Organic Expansion

## Organic Growth

State Rank	County	Primary City	Population*	LCB Entry	LCB Deposit Market Share**	# of Branches
22.	Kosciusko	Warsaw	80,106	1872	60%	12
6.	Elkhart	Elkhart	206,921	1990	23%	11
5.	St. Joseph	South Bend	272,212	1997	9%	4
3.	Allen	Fort Wayne	388,608	1999	13%	5
1.	Hamilton, Johnson, Marion	Indianapolis	1,492,050	2011	1%	6



\* Source: STATS Indiana  
 \*\* Source: FDIC 6/30/22 Statistics



# Mature Market Strength and Growth

## Organic Growth

(millions) <sup>1</sup>	2022		2012			2022 # of Offices
	Deposits	Share	Deposits	Share	Increase	
1. 1 <sup>st</sup> Source	\$5,051	18.67%	\$2,550	14.77%	98.08%	53
<b>2. Lake City Bank</b>	<b>\$4,978</b>	<b>18.40%</b>	<b>\$2,469</b>	<b>14.30%</b>	<b>101.62%</b>	<b>52</b>
3. JPM Chase	\$3,896	14.40%	\$1,523	8.82%	155.81%	20
4. PNC	\$1,845	6.82%	\$1,249	7.24%	47.72%	17
5. First Merchants	\$1,128	4.17%	\$642	3.72%	75.70%	10
6. Flagstar/Wells Fargo <sup>(2)</sup>	\$979	3.62%	\$2,141	12.40%	(54.27)%	23
7. Star	\$950	3.51%	\$440	2.55%	115.91%	10
8. Old National	\$778	2.87%	\$684	3.97%	13.74%	9
9. KeyBank	\$712	2.63%	\$922	5.34%	(22.78)%	14
10. FSB of Middlebury	\$639	2.36%	\$311	1.80%	105.47%	6
<b>Market Total</b>	<b>\$27,058</b>		<b>\$17,264</b>		<b>56.73%</b>	

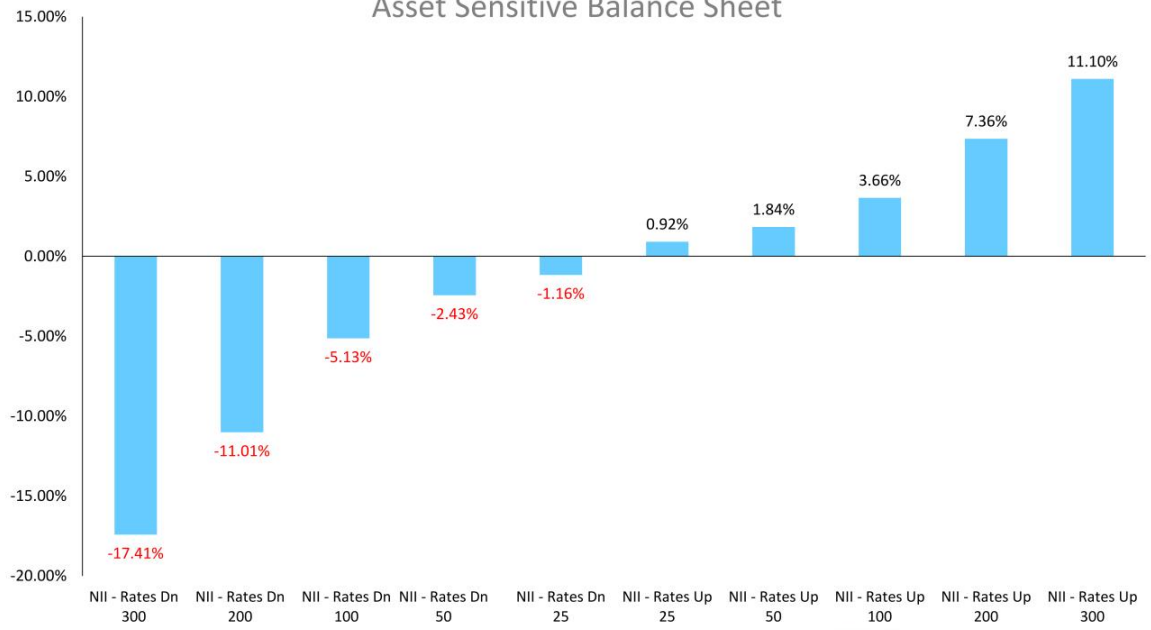
<sup>1</sup>Mature Markets includes 12 Northern Indiana counties and excludes 3 Central Indiana counties

<sup>2</sup>Flagstar purchased Wells Fargo Indiana branches in 2018

Adjusted to include branches subsequently acquired by surviving banks. Data based on June 30<sup>th</sup> regulatory reporting for each year presented.

# Projected Impact of Rising/Falling Rates

## Asset Sensitive Balance Sheet



Graph presents 12 month projected net interest income simulation results as of September 30, 2022 using parallel shocks



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